



Adrian Fenty, Mayor
Washington, District of Columbia



Martin O'Malley, Governor
Maryland



Timothy M. Kaine, Governor
Virginia

EXPAND YOUR BUSINESS GLOBALLY IN PARTNERSHIP WITH USTDA, U.S. EX-IM BANK, & OTHER INTERNATIONAL FINANCIAL INSTITUTIONS (IFIs)

September 15, 2008, 8 A.M. – 4 P.M.

**The World Bank – Eugene Black Auditorium
1914 G Street N.W. Washington, D.C.**

How This Conference originated...The Maryland Governor's Grants Office invited its partners at the Maryland Department of Business and Economic Development, Washington, D.C. Mayor's Office of Partnerships and Grant Services and The Virginia Governor's Office to co-host a seminar in order to maximize our region's contract opportunities with countries receiving U.S. Trade and Development Agency (USTDA) grants. USTDA grants to the international markets require partnering with U.S. companies. Since its inception, we have expanded the region's access to global opportunities including other International Financial Institutions.

We want you to be the benefactors. Thank you for attending.

Conference Agenda

8:00 – 8:30 a.m. Continental Breakfast & Conference Check In

8:30 – 9:00 a.m. Welcome Remarks

- Vickie Betancourt, Manager Community Outreach, General Services Department, World Bank
- Eric Brenner, Director, Maryland Governor's Grants Office
- Lafayette Barnes, Director, Mayor's Office of Partnerships & Grant Services
- Clarence Bishop, Deputy Secretary of Business & Economic Development, State of Maryland
- David Smith, Deputy Secretary of Commerce and Trade, Commonwealth of Virginia
- Nicole Becton, Interim Director, Department of Small and Local Business Development, Government of the District of Columbia
- William Zarit, Deputy Assistant Secretary, International Operations, U.S. Commercial Service

9:00 – 9:30 a.m.	United States Trade & Development Agency (USTDA) Overview <ul style="list-style-type: none"> • Leocadia Zak, Deputy Director, USTDA • Henry Steingass, Regional Director for South and Southeast Asia, USTDA
9:30 – 10:00 a.m.	EX-IM Bank Overview <ul style="list-style-type: none"> • Diane Farrell, Member of the Board of Directors, Export-Import Bank of the United States
10:00 – 10:30 a.m.	Networking Break
10:30 – 11:30 a.m.	Business Opportunities Panel <ul style="list-style-type: none"> • Andrea Lupo, Assistant Director for Policy & Programs, USTDA • Ray Ellis, Vice President Strategic Initiative, EX-IM Bank
11:30 – 12:00 noon	Success Stories <ul style="list-style-type: none"> • Bernard Markowicz, Managing Director & Janet Nichols, Director of Government Services, Decision/Analysis Partners, LLC
12:00 – 1:00 p.m.	Lunch (On your Own at the World Bank Cafeteria)
1:00 – 2:00 p.m.	Embassies' Business Opportunities Panel <ul style="list-style-type: none"> • Andrew Gelfuso, Executive Director International Gateway, Ronald Reagan Building & International Trade Center – Moderator • Gurly Gibson, First Secretary and Consul, Embassy of the Republic of Liberia • Mourad Layachi, Economic and Trade Counselor, Embassy of the Kingdom of Morocco • Romulo Manlapig, Commercial Counselor, Embassy of the Philippines • Hector Marquez, Director of Trade and NAFTA Office, Embassy of Mexico • Viorel Onel, Ph.D., Minister Counselor for Economic Affairs, Embassy of Romania
2:00 – 3:00 p.m.	IFIs' Procurement Opportunities Panel <ul style="list-style-type: none"> • Joseph Giddis, Deputy Director, Office of Contracts, Office of the Chief Financial Officer, Government of the District of Columbia – Moderator • Knut Leipold, Senior Procurement Specialist, Procurement Policy & Services Group, World Bank • Richard Sallie, Chief Contracts Officer, USTDA • Greg Williams, Managing Director, Contracts and Grant Management Division, Millennium Challenge Corporation (MCC) • Marilyn Williams, Director Program Procurement Policy, Department of Compact Implementation, MCC
3:00 – 4:00 p.m.	Business Networking Session
4:00 p.m.	Conference Adjournment

Important Websites:

- Maryland Governor's Grant Office – www.grants.maryland.gov
- Maryland Department of Business and Economic Development – www.choosemaryland.org
- Virginia Department of Business and Economic Development - www.vdba.virginia.gov
- Office of Partnerships and Grant Service, Executive Office of the Mayor, Government of the District of Columbia – <http://opgs.dc.gov>
- World Trade Center Institute, Maryland's Premier Global Business Partner - www.wtci.org
- Millennium Challenge Corporation – www.mcc.gov
- United States Trade & Development Agency – www.USTDA.gov
- World Bank Procurement Sites – www.worldbank.org/corporateprocurement;
www.worldbank.org/consultant; www.devbusiness.com; www.dgmarket.com
- U.S. Commercial Service's Resources for Going Global – <http://www.export.gov>
- International Gateway, World Trade Center Association – www.itcdc.com/trade
- Morocco's Trade and Investment Sites – <http://www.casainvest.ma>;
http://moroccousafta.com/index_ang.htm
- Romania's Trade and Investment Site – www.roembassy.org
- Liberia's Trade and Investment Sites – www.nic.gov.lr; www.embassyofliberia.org
- Philippine's Trade and Investment Site – www.dti.gov.ph
- Mexico's Trade and Investment Site – www.economia.gob.mx

Speakers Bios

Lafayette A. Barnes is director of the Office of Partnerships and Grant Services (OPGS) in the Executive Office of Mayor Adrian Fenty in the Government of the District of Columbia where he oversees the government's competitive grants development and grant-making process as well as directs its policies and procedures for soliciting and accepting private donations. Lafayette has served as a director and senior policy advisor to the former D.C. Mayor Anthony Williams, his cabinet, and facilitated the establishment of the District's Protocol Agreement of Cooperation with the City of Tshwane Metropolitan Municipality (also called Pretoria) in South Africa and renewal of the District's Sister City Agreement with Dakar, Senegal in West Africa. Lafayette is a graduate of Georgetown University's Masters of Science in Foreign Service School, Harvard University's John F. Kennedy School of Government Program for Senior Executives in State and Local Government, Management Concepts' Grants Management Certificate Program, the National Forum for Black Public Administrators' Executive Leadership Institute, and a member of the International County/City Managers Association's International Academy.

Eric Brenner is the founding Director of the Maryland Governor's Grants Office, which he modeled off of a similar office he developed for the Governor of Illinois. Eric has worked for five Governors in three states, and for both political parties. His work has focused on the creation and implementation of public policy in the following subject areas: human services, health care, community revitalization, budgeting, energy, corrections, transportation, and financial services regulation. He has also served as the Director of Executive Management for the Council of Governors' Policy Advisors and the Deputy Director for the Pennsylvania Insurance Department. Eric earned degrees from Duke University (B.A.), Hull University, England (L.L.M.), and Harvard University's John F. Kennedy School of Government, (M.P.A.).

Clarence T. Bishop, Deputy Secretary of Business and Economic Development comes to the Agency with more than 25 years of leadership experience in federal and local government. Before joining DBED, Clarence served as Chief of Staff to Mayor Martin O'Malley. Clarence played a key role in the Mayor's highly successful economic development program, resulting in Baltimore City boasting a record \$11 billion in projects. He also helped guide several large-scale redevelopment projects, including the City's successful effort to build a convention center hotel, as well as two massive biotech facilities in East and West Baltimore.

Clarence has served on more than a dozen business and economic development oriented boards and commissions including the Baltimore City Planning Commission, Baltimore Hotel Corporation, Baltimore Development Corporation, and the National Aquarium in Baltimore. He is also the former Chairman of the Baltimore Area Convention and Visitors Bureau Board of Directors.

Previously Deputy Secretary Bishop served as Confidential Assistant to the U.S. Under Secretary of Commerce, Chief of Staff to Georgia Congressman and civil rights legend John Lewis, and Chief of Staff to former Maryland Congressman Parren J. Mitchell. He holds a Masters degree in Urban Planning and Public Policy Analysis, and a Bachelor of Science degree in Mathematics, both from Morgan State University.

Raymond Ellis, Vice President, Strategic Initiatives, Export-Import Bank of the United States, currently serves as vice president of Strategic Initiatives of Ex-Im Bank's Export Finance group. The division oversees business development activities for a diverse portfolio of special sectors, projects and geographic areas, including the Office of Renewable Energy, Sub-Saharan Africa and special projects, such as transportation infrastructure and services exports. Mr. Ellis previously was Vice President of the Operations Division of the Export Finance group; Operations administers the intake of applications for Ex-Im Bank loans, guarantees and insurance; administers medium- and long-term loans and guarantees following authorization; and issues short- and medium-term insurance policies following authorization.

Mr. Ellis began his career at Ex-Im Bank in 1975 as a financial analyst/loan officer in the Bank's Asia Division overseeing the Bank's long-term programs for Southeast Asia. He left in 1982 to join the private sector, and returned to the Bank in 1999. He has also served as Director for Latin America and the Caribbean in Ex-Im Bank's Trade Finance and Insurance Division. In the private sector, Mr. Ellis held executive management positions in international tour companies and in leading U.S. banks in Chicago, Illinois. He served as Vice

President for Trade Services/Cash Management at Chemical Bank in Chicago, and Vice President and General Manager of Bankers Trust Company International, also in Chicago.

Mr. Ellis holds a Masters of Business Administration degree in International Finance and Business Administration, and a Bachelor of Arts degree in Russian and Linguistics, both from Indiana University.

Diane Farrell is a member of the board of directors of the Export-Import Bank of the United States (Ex-Im Bank). She was nominated by President George W. Bush on May 24, 2007 and confirmed by the United States Senate on August 1, 2007. As a member of the board of directors, Farrell is responsible for voting on Ex-Im Bank transactions in excess of \$10 million as well as on significant matters affecting Bank policy. She has had more than 25 years of professional experience in the private and public sectors in financial management, maintaining fiscal integrity and managing budgets. Her work has included the political, not-for-profit, governmental, advertising, planning, and educational arenas – at the state, national and international levels.

From 1997 to 2005, Farrell served as First Selectwoman in the town of Westport Connecticut. Among other innovations, she was responsible for the construction of badly-needed, state-of-the-art school buildings, while keeping increases in multi-million dollar town budgets within the CPI, and supervising the town's Finance Department to maintain its annual Moody's Aaa bond rating. During the previous four years, she served on the Westport Board of Finance. In 2002 Farrell was elected chair of the Southwestern Regional Planning Association's Metropolitan Planning Organization (SWRPA MPO), the forum for cooperative transportation decision-making between local, state and federal stakeholders. The critical regional issues which she focused on included post 9-11 homeland security, economic development, open space preservation, and environmental quality. She also served on the Board of Directors of the Connecticut Conference of Municipalities. In 2005 Farrell traveled to the People's Republic of China to attend the tenth anniversary celebration of Westport's sister city relationship with the city of Yangzhou in Jiangsu province. In 2006 she participated in a community mission trip to Israel.

Farrell was awarded the 2004 Woodlands Coalition Environmental Gold Award and the 2003 Upper Fairfield County Distinguished Leadership Award from the Anti-Defamation League. Farrell, a 1977 graduate of Wheaton College with an B.A., in American Government, is married to Karr Winslow ("Win") Farrell. The couple has two daughters. Farrell was sworn in to her current post on August 7, 2007 for a term ending January 20, 2011.

Andrew F. Gelfuso is the Executive Director of the International Gateway-the trade arm of the Ronald Reagan Building and International Trade Center (ITC) and he serves on the executive committee for Trade Center Management Associates. His responsibilities include government relations, business development, and trade promotion at the ITC. The Ronald Reagan Building and International Trade Center is the official World Trade Center of Washington DC and maintains contact with 300 affiliate members around the world.

Previously, Mr. Gelfuso was the Asia Regional Manager in for U.S. commercial advocacy at the U.S Department of Commerce. In this role, Mr. Gelfuso worked with U.S. companies on major projects and procurements in Asia to ensure transparency and fairness on public tenders and to counter foreign government intervention.

Prior to this role, Mr. Gelfuso was the Associate Director in the Office of International Operations for the East Asia/Pacific region of the U.S. Commercial Service (CS) with management responsibility for six offices in the Southeast Asia region. Mr. Gelfuso was a member of the inter-agency task force charged with negotiating the pending Free Trade Agreement with Thailand; he assisted in the development of the promotion strategy for the U.S. Singapore Free Trade Agreement (FTA); and worked to promote and implement the U.S. Vietnam Bilateral Trade Agreement (BTA).

Prior to joining CS, Mr. Gelfuso worked in the Office of Textiles and Apparel (OTEXA) in the Trade Development section of the International Trade Administration, U.S. Department of Commerce. In this capacity he served as an International Trade Specialist in the Market Expansion Division as a member of a team that was awarded the prestigious Bronze Star award for developing trade opportunities for U.S. textile producers. Mr. Gelfuso led textile and apparel trade missions to Central America and Asia from 2001-2003.

Mr. Gelfuso graduated in 1997 from Hobart College in Geneva, New York, with a degree in Political Science. He earned his MBA with a concentration in International Business in 2001 from Johnson and Wales University in Providence, Rhode Island. In the spring of 1996, he earned a certificate from Vietnam National University in Vietnamese Language. Mr. Gelfuso has authored articles on international trade which were published in several newspapers and he currently serves on several boards and steering committees.

Gurly Teta Gibson is the first Secretary and Consul at the Embassy of Liberia. She is responsible for emergency and non-emergency Liberian Citizen Services and visa issuances to foreign nationals traveling in Liberia. She provides services to about 500,000 Liberians presently residing in the U.S.

With her new role in the Embassy as head of the trade and investment office, Ms. Gibson is charged with the responsibility to work closely with Liberian individuals and businesses in the United States and with potential investors to facilitate trade and investment in and with Liberia.

She facilitates broad support for improved economic development for her country. Ms. Gibson also promotes trade and investment on behalf of the Liberian Government. She serves as a point of contact among various businesses interested in investing in Liberia.

She also coordinates with the Overseas Private Investment Corporation (OPIC) and the CHF international by encouraging economic development through funding of small and medium size enterprises for Liberians in the Diaspora returning home.

Mourad Layachi, Economic and Trade Counselor for the Embassy of Morocco holds degrees from Sherbrooke University in Canada (Bachelor's, Computer for Management); High School of Business of Toulouse France (Master of Information Systems); and High School of Business (HEC) of Montreal Canada (Master of Business Administration).

Mr. Layachi worked for many private companies in Canada; created his own company working as consultant for: Air Canada; IBM, Accenture; French Bank (Société Générale) and also for French Government.

From 2001 to 2003 Mr. Layachi was the desk officer of Canada at the Moroccan Ministry of Foreign Office; 2004 to 2008 Economic counselor at the Moroccan Embassy in Washington.

Knut Leipold is a Senior Procurement Specialist and e-GP (electronic government procurement) expert in the Bank's Procurement Policy and Services Group (OPCPR). He has led the Bank's efforts of providing support and advice in designing and implementing e-GP programs and of developing e-GP guidance in line with the Bank's procurement policy, and of assessing e-GP country systems for their use under Bank-funded operations. He chairs the e-GP working group of the Multilateral Banks' Heads of Procurement initiative and has contributed to fully harmonizing the e-GP agenda.

Knut has been a member of the Bank's management team in charge of automating the selection of consultants for Bank-executed contracts in accordance with the Bank's overall policy for the selection of consultants. In addition, he is a member of the e-Procurement Working Group of the European Commission and of the e-GP Expert Working Group of UNCITRAL.

Knut has provided substantial guidance and assistance in updating and modifying the Bank's procurement policies and in reaching out to the private industry through multiple conferences, workshops, and similar business events.

Prior to his more than 7-year assignment at the Bank, Knut had worked as Director Public Sector and Business Development Manager E-Government in the private sector for more than 10 years. In this position, he managed, among others, several major proposal developments for projects financed by the World Bank.

Knut is a German national. He completed his MBA at the Business Academy Nuremberg in 1994 and holds a Diploma in Linguistics from the University Leipzig (1987). In addition, he has completed Executive Development Programs at Harvard Business School (2000) and Babson School of Executive Education (1999) in Boston.

Ms. Andrea M. Lupo currently serves as the Assistant Director for Policy and Program at the U.S. Trade and Development Agency (USTDA). Ms. Lupo began her career at USTDA in December 2002, and has served as the Country Manager for Eastern Europe and Turkey in the Europe and Eurasia Region, and most recently as the Country Manager for East and Southern Africa. Ms. Lupo has over six years of experience working specifically in the Central and Eastern Europe (CEE) region, and has significant experience working with commercial development projects in the region. Ms. Lupo began her government career in 2000 as an International Trade Specialist at the U.S. Department of Commerce within the Central and Eastern Europe Business Information Center (CEEBIC), where she worked closely with U.S. businesses interested in investing and exporting to CEE. Ms. Lupo also has experience in the area of structured trade finance and has worked extensively with multilateral development banks such as the World Bank, the Asian Development Bank, the African Development Bank, the European Bank for Reconstruction and Development, and the European Investment Bank.

Prior to her U.S. government career, Ms. Lupo was a Senior Associate at Development Finance International, Inc., which is a consulting firm specializing in structured trade finance and emerging markets. Ms. Lupo holds a Masters degree in International Affairs from The American University in Washington, DC, and a Bachelors degree from Wake Forest University in Winston-Salem, NC.

Hector Marquez studied and taught Economics at the Universidad Autónoma de Nuevo León in Monterrey, Mexico and at the University of Rochester in New York State. He joined the Ministry of Economy since 1991 as Member of Mexico negotiation team under the North American Free Trade Agreement, he also has been part of the negotiation of other trade agreements that Mexico has signed.

He initiated his international trade experience in the areas of antidumping, rules of origin and custom Procedures as well as particular sectors such as automotive, textile, steel, and electronics. Since 1995 he conducted the monitoring and implementation of trade agreements, designed export promotion strategies and performed the respective analysis of international trade agreements to promote the full utilization by the Mexican export sector. Since August 2002 to date he became the Director of Trade and NAFTA Office that the Ministry of Economy holds in Washington. D.C.

Viorel Onel, Ph.D. was appointed Minister Counselor for Economic Affairs at the Romanian Embassy in Washington DC on July 1st, 2005. Prior to this appointment, he served as a Minister Counselor and Deputy Consul General of Romania in Chicago (2002-2004) and in New York City (1999- 2002), as well as a Minister Counselor for Economic Affairs with the Romanian Embassy in Ottawa, Canada (1992-1996) and prior to joining the Romanian Foreign Service, he was a senior economist specialized in international trade (Director within the Romanian Ministry of Economy and Commerce), who held increasing positions with the Government (including Chief of Staff to the Prime Minister of Romania 1991-1992).

Mr. Onel holds a Ph. D degree in International Business & Management from the Academy of Economic Studies of Bucharest, and received intensive post-graduate training in Macroeconomic Policy & International Finance at the IMF Institute (Washington DC), in National Administration (at JICA, Japan), and in International Trade (University of Ottawa and under the auspices of UNCTAD/WTO in New York).

Mr. Onel was born on June 16, 1955, is married to Maria and has two children.

Richard “Rick” Sallee was born in McAlester, Oklahoma and later attended Northeastern Oklahoma State University obtaining a Bachelors of Science in Criminal Justice. In 1980, Rick was commissioned a US Army officer and spent two years active duty with the 101st Airborne Division (Air Assault) and later three years with the 8th Infantry Division (Mechanized). Rick left the active U.S. Army and remained in the U.S. Army Reserves working in Special Operations Command – Europe as well as working in U.S. Army Theater and U.S. Army Europe general staff positions as a logistics civilian.

Rick worked logistics, supply, and logistic systems analysis for the military for over 17 years before turning his attention to contracting. He worked the last 5 years in the Department of Defense, Department of Justice, and Department of Homeland Security and now has worked the last three years at the U.S. Trade and Development

Agency as a supervisory contract specialist and warranted contracting officer. His current contracting warrant is unlimited and he is the Chief, Contracts Officer for USTDA.

David N. Smith is currently the Deputy Secretary of Commerce and Trade for the Commonwealth of Virginia, appointed by Governor Tim Kaine in January of 2006. Prior to joining Governor Kaine's Cabinet, he was a Vice President with Consolidated Bank and Trust Company and focused on Commercial and Community Development Banking. Before joining Consolidated Bank Mr. Smith had an 8 year career with Bank of America as a Vice President and focused on Small Business, Faith based Lending, and Community Development Banking.

David Smith has worked for CSX Transportation and the DuPont Company. His business career spans over 30 years. David is active in several charitable and business organizations including the YMCA, Henrico County Schools, the Greater Richmond Chamber of Commerce, and Saint Pauls College. He is a native of Columbia, South Carolina and a graduate of the University of South Carolina.

Henry Steingass serves as Regional Director for South and Southeast Asia at USTDA, where he assists U.S. companies and overseas sponsors to implement USTDA-funded development projects and innovative public-private partnerships that lead to increased trade. His portfolio covers emerging markets in SE Asia (Indonesia, Malaysia, Philippines, Vietnam, etc.) and South Asia (India, Pakistan, etc.), as well as regional initiatives through the Asia-Pacific Economic Cooperation (APEC) forum. He served as Regional Director for Asia, covering China and ASEAN from 2004 to 2007. In these portfolios Mr. Steingass has concentrated USTDA investment in aviation sector modernization, transportation sector safety and security, clean energy development, e-government and e-commerce initiatives, customs modernization, and emergency response capabilities.

From 2000 to 2004, Mr. Steingass served at USTDA as Regional Director for Africa and the Middle East. In that capacity, he oversaw the reopening of the agency's operations in Nigeria and the launch of USTDA's Africa regional office in Johannesburg. He also developed a portfolio of agency-supported activities centered on U.S. foreign policy priorities, including transportation security and trade capacity.

Mr. Steingass brought over 20 years of international experience in energy and other infrastructure sectors to USTDA. At K&M Engineering and Consulting of Washington, D.C., he led project advisory services for the implementation of "Greenfield" independent power projects in Vietnam, Korea, Laos, Tunisia and Côte d'Ivoire, as well as management consulting teams for public utility restructuring and privatization assignments. He also served as an Energy Advisor in the Asia Bureau at the U.S. Agency for International Development and at the Tennessee Valley Authority, working with its international renewable energy and environment programs. He holds a Masters of Public Administration from Harvard University, and a Bachelor of Arts from Cornell University.

Gregory Quent Williams, Managing Director, Contracts and Grants Management Division for the Millennium Challenge Corporation (MCC), manages the acquisition of goods and services for the Corporation.

Mr. Williams has managed acquisitions in eight Federal Government agencies, and has many years experience as a contracts manager in the private sector. He also has many years experience as an adjunct professor teaching procurement and contracting courses.

Mr. Williams has earned the following professional certifications from the National Contract Management Association (NCMA): Certified Professional Contracts Manager (CPCM), Certified Federal Contracts Manager (CFCM), and Simplified Acquisition Specialist (SAS). He is a member of the Board of Advisors for the NCMA. Mr. Williams has a Masters in Business Administration (MBA) degree with a concentration in Economics and Finance from the University of the District of Columbia, and a Bachelor's Degree in Business Administration from Georgetown University.

Leokadia I Zak is Deputy Director at the U.S. Trade and Development Agency (USTDA). Since 2000, she has been a member of the Director's senior management team in advancing USTDA's commercially-oriented foreign assistance program. Prior to being named the Deputy Director at the beginning of 2006, Ms. Zak served as General Counsel. She also served as Acting Director of USTDA prior to the arrival of Director Larry W. Walther in March 2008.

Before joining USTDA, Ms. Zak was a partner in the Washington, D.C. and Boston offices of Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C. practicing in the areas of corporate, municipal and international finance. She has served as counsel in connection with a variety of project finance transactions for energy, transportation, health care, telecommunications and tourism projects. In private practice, Ms. Zak focused her attention on innovative financing programs involving U.S. government agency financings for international projects, as well as financings by other bilateral and multilateral agencies.

Ms. Zak is an Adjunct Professor of Law and has taught “International Project Finance” at the Boston University School of Law, Morin Center for Banking and Financial Law Studies and at the Georgetown University Law Center.

Ms. Zak received her B.A. from Mount Holyoke College and her J.D. from Northeastern University School of Law.

William Zarit is Deputy Assistant Secretary, International Operations, for the U.S. Commercial Service, overseeing all Commercial Sections in U.S. Embassies and Consulates. The U.S. Commercial Service is the federal government’s front line trade agency, promoting U.S. exports and protecting U.S. commercial interests overseas. Prior to his present position Mr. Zarit served as the U.S. Commercial Service’s Regional Director for East Asia/Pacific.

Mr. Zarit previously served as Senior Commercial Officer at the U.S. Embassy in Kuala Lumpur, Malaysia, Deputy Senior Commercial Officer at the U.S. Embassy in Beijing, and Deputy Senior Commercial Officer at the American Institute in Taiwan.

Before joining the U.S. Commercial Service Mr. Zarit was Economic and Commercial Program Officer for the New York-based National Committee on U.S.-China Relations. Prior to that he served as Marketing Manager/China for the California-based telecommunications firm Pacific Telesis International, preceded by his work as Project Manager for the high-tech marketing firm China Business Associates, both positions based in Beijing. Mr. Zarit also served as Mandarin Chinese Interpreter for State Department Language Services.

He earned an M.B.A. with Honors from the University of California, Berkeley, and a B.A. with Honors in Political Science from Miami University, Oxford, Ohio.

Conference Team

Project Lead

Merril Oliver is the Deputy Director of the Maryland Governor's Grants Office where she has fast-tracked curriculum development and delivery for grants management training. She is spearheading the effort to implement grants management efficiencies and best practices across Maryland State agencies, and has initiated collaborative groups to foster cooperative intergovernmental grants initiatives among state, local and federal government. Merrill has served as Grants Manager and Management & Budget Analyst at the local government level. Merrill spent 10 years in not-for-profit program development and implementation, and 9 years in corporate business development. She has led strategic initiatives for several international multibillion-dollar corporations targeting Research, Industrial, University, Medical, Government and Consumer Markets. She currently serves as Vice President, National Grants Management Association and sits on the Board of Editorial Advisors for the Federal Grants Management Handbook, Thompson Publishing Company. Merrill is a member of the Steering Committee for the National Grants Partnership and also serves as the co-chair of the Association of Government Accountant's Intergovernmental Partnership Leaders A-87 Workgroup. Merrill is a graduate of Towson University and Management Concepts Grants Management Certificate Program

Conference Coordinators

Susan Casey, Research and Communications Manager, is the newest member of the Maryland Governor's Grants Office. She headed up the first online survey for the State, and the first Green conference for the State with online registration capability. She came from the Maryland Department of Aging, where she was Director of Public Affairs. Prior, she was Communications Director for First Lady Frances Hughes Glendening. She began her career in Maryland government as a policy analyst at the Department of Transportation.

Before coming to Maryland, she served as Vice President and chief lobbyist of the international High Speed Rail – Maglev Association in Washington, D.C. Ms. Casey is a former Washington State Senator (Tacoma, WA) and staff member of the Los Angeles Times (Washington, D.C. Bureau.) She studied American Government at American University in Washington, D.C., and received a B.A. in Communications and Political Science at Chatham University, Pittsburgh PA.

Kathy Deboe is a native Washingtonian who recently from a 33-year career at the International Monetary Fund (IMF), where her last position was Director of Civic and Community Relations. She was in charge of the IMF's community outreach programs and issuing grants to nonprofit grantees both locally and in developing countries. Currently she is a volunteer Manager of Special Projects in the Executive Office of Mayor Font's Office of Partnerships and Grant Services where she assist the District government's efforts to strengthen the capacity building of local nonprofit service providers.

Kathy earned a Bachelor's Degree in International Relations from American University and a Master's of Public Administration degree from George Washington University. She also has a keen interest I social entrepreneurship and intends to commit her future career in advancing this concept for the public good.

Kathy Dolan is Procurement Assistance & Business Services Manager for Virginia Department of Business Assistance (VDBA). A native Virginian with over two decades of experience in economic development; Ms. Dolan's strong interest in global business opportunities, the changing dynamics of the world economy and the impact it has on Virginia, has made her a vital member of state government for more than 20 years.

Currently Ms. Dolan assists small businesses, through Virginia's Department of Business Assistance, with navigating Virginia's electronic procurement system (eVA) and with technical assistance in securing Virginia's diversity certification. Ms. Dolan has done extensive conference planning and conducted nearly a hundred seminars throughout the Commonwealth to assist small businesses with identifying their targeted market within Virginia government.

Her prior work history also includes assisting Virginia employers on workforce and economic issues, group facilitation, and developing business sales growth plans.

Ms. Dolan has a degree in Business Administration Management with graduate work in Public Administration and International Business.

David Fulton is a Senior Foreign Service officer and serves as Advisor to the U.S. Executive Director at the World Bank Group, where he is responsible for assisting U.S. companies that seek World Bank financing, risk mitigation products, and procurement opportunities.

He previously served on the U.S. & Foreign Commercial Service's executive leadership team as Director of Strategic Planning, where he developed trade and investment strategy for 1,600 employees and 230 field offices. He led a strategic initiative that shifted resources from developed countries to support U.S. business in emerging markets, and developed new policies on promoting foreign direct investment into the United States. During part of this time, Mr. Fulton served as Acting Deputy Assistant Secretary for International Operations in the Commercial Service, directing the programs and activities of its offices in 80 U.S. Embassies.

Leading up to these Washington assignments, Mr. Fulton spent 20 years working as a diplomat at U.S. Embassies in six countries. While serving as Counselor for Commercial Affairs at the U.S. Embassy in Manila, he was the Ambassador's principal advisor on business affairs and directed Commerce Department trade and investment operations in the Philippines. He received the Commerce Department's Silver Medal for his work to protect intellectual property rights, and the International Trade Administration's William E. Morton Memorial Award for his work to develop a new business network in the war-torn province of Mindanao.

Prior to his assignment in Manila, Mr. Fulton served as the Counselor for Commercial Affairs at the U.S. Embassy in Poland. He was active in the power and environmental sectors and directed the Ecolinks program in Poland, a USAID initiative that promoted market-based solutions to environmental problems including renewable energy through partnerships with businesses, governments, and trade associations.

Mr. Fulton has also served as Commercial Attaché in Singapore and Commercial Consul in Milan, Italy. He directed the U.S.-Asia Environmental Partnership program in Singapore, and won the Commerce Department's Silver Medal for advocacy work on behalf of a U.S. transportation company entering the Singapore market. While in Italy, he directed trade promotion operations and served on the advisory board of St. Xavier University's MBA program in Milan.

Prior to joining the U.S. Department of Commerce, Mr. Fulton worked for the U.S. Department of State, serving as Vice Consul in Bangladesh and Australia. Before entering public service, he was an attorney at the National Legal Research Group in Virginia, where he specialized in contract law.

Mr. Fulton has a law degree from the College of William and Mary, and a Master's degree in Foreign Affairs from the University of Virginia. During his career he has been professionally qualified in three languages: Italian, Polish, and Bengali.

Cathleen Hamel is Regional Manager for Taiwan, South Korea, and Japan for the Maryland Department of Business and Economic Development's Division of International Investment and Trade. The Division promotes Maryland as the premier "Global Gateway" for foreign businesses seeking to enter the U.S. market, and assists Maryland companies in introducing their products and services to international markets.

Prior to joining the State of Maryland, Ms. Hamel was a Corporate Analyst for Atlantic Media Company in Washington, D.C., and worked in Business Development for the U.S. Commercial Service in Beijing, China. Ms. Hamel holds a Master of Arts in International Business from Sciences-Po Paris, and a Bachelor of Arts in International Studies from the Johns Hopkins University.

Amy Lorenzini currently serves as the Congressional Liaison Officer at the U.S. Trade and Development Agency. As a member of the USTDA staff since 2006, Ms. Lorenzini works directly with Members of the United States Congress and their staff to advance the programs of USTDA.

Prior to joining USTDA, Ms. Lorenzini worked in the offices of Barbara Franklin Enterprises, and was a key assistant to the President and CEO, the Honorable Barbara Hackman Franklin, former U.S. Secretary of Commerce under President George H. W. Bush. In addition, Ms. Lorenzini spent nearly nine years serving

various Members of the U.S. House of Representatives, including: former Majority Leader, Tom DeLay; Republican Conference Chairman J.C. Watts, Jr. and; Representative Todd Tiahrt.

Ms. Lorenzini grew up in Scottsdale, Arizona and received a golf scholarship to Wichita State University where she studied Sociology. She currently resides in Alexandria, Virginia.

Donna Thiessen is the Communications/Policy Advisor at the U.S. Trade and Development Agency, a position she has held since 2001. In this capacity, she serves as USTDA's public affairs officer and media liaison in communicating information about the agency's commercially oriented foreign assistance program.

Prior to joining USTDA, Ms. Thiessen served on the Professional Staff of the Ways and Means Committee in the U.S. House of Representatives, focusing on international trade legislation and issues. Previously, she served as a Legislative Assistant and Senior Trade Policy Advisor to former U.S. Representative Philip M. Crane.

A native of Pennsylvania, Ms. Thiessen graduated with Phi Beta Kappa and Magna Cum Laude honors from Dickinson College with a degree in history and political science. She currently resides in Alexandria, Virginia, with her husband and son.

Cesar Vence is the Senior Donations Manager in the Mayor's Office of Partnerships (OPGS) and Grant Services in the District of Columbia. As the Donations Manager, Cesar oversees the Districts' Donations Process and ensures that all agencies, including the District of Columbia Public Schools, are in compliance with the Rules of Conduct Governing Donations and enjoy the benefits from the generous philanthropic support that exists in the Greater Washington Metropolitan Region.

Prior to joining OPGS, Cesar worked at the Organization of American States (OAS) for the Department of Planning, Control and Evaluation, where he ensured that the mandates from the General Assembly were in line with the Secretary General's agenda, as well as provided logistical assistance for the working group. He was also an intern at the Carnegie Endowment for International Peace, where he worked as the Executive Assistant for the Group of Fifty. Cesar is a former Virginia Governor's Fellow, as a fellow he worked for the Office of Public Safety where he conducted field research on gang prevention.

A native of Colombia, Cesar graduated from George Mason University with a Bachelor of Arts in Latin American Studies and International Government.